

Professional Services

Setting the scene

A procurement project is a series of high-stake decisions.

The project team faces choices between alternative procurement strategies, alternative contractors, alternative products and services, and alternative contracts. Decisions are hard to make in a project's formulative stages, yet are subject to intense scrutiny. Alternatives are hard to differentiate. Uncertainty, risk and complexity abound. Hindsight is not available.

Making the right choices is essential if the project is to succeed; wrong choices are expensive and time consuming to unwind.

Making the best decision relies on properly evaluating the alternatives to determine which offers the best balance of value and risk. This is complicated when the evaluation necessarily involves many stakeholders, a wide range of factors and supporting documents, and has to be conducted within demanding timescales.

The decisive phases of major procurement projects do not happen every day, and conducting project critical evaluation tasks can be unfamiliar territory.

Commerce Decisions has developed considerable expertise in solving these problems through involvement in a large number of procurements of differing sizes. Uniquely, Commerce

Training courses

Commerce Decisions runs two training courses enabling project teams to benefit from our unique expertise. Courses may be run either for a specific project team, or individual places on open courses can be booked.

AWARD software training

This one-day introduction provides

confidence in using AWARD for evaluators, project managers and evaluation preparers.

Best-practice proposal evaluation

Project managers and evaluation preparers will learn the essential dos and don'ts of best-practice proposal evaluation based on the lessons learned from a wide range of client projects. The course is process-based and tool neutral.

Decisions is completely focused on delivering best-practice advice, facilitation and execution for procurement evaluation and decision making. Our consultants have in-depth expertise in evaluation process and methods. Our clients benefit from the lessons we have learned from experience gained on procurements worth a total of over \$400 billion.

Why choose Commerce Decisions Professional Services?

Focus

Commerce Decisions has a single focus on evaluation and decision making in procurement projects. Many service providers can find a consultant who has been previously involved in an evaluation or two, but at



Commerce Decisions, every consultant is engaged in procurement evaluation on every assignment. This means our consultants have a unique depth of experience and up-to-date expertise of best-practice in this challenging field.

Independence and impartiality

Commerce Decisions' unique focus means our only interest is to deliver best-practice process to our clients and to help them achieve compelling value from their contracts. We bring no technical bias and are never interested in being part of the solutions our clients are procuring.

Proven credibility

Commerce Decisions has facilitated successful evaluations on projects worth over \$400 billion since 2001. We have an enviable set of client references, who can confirm Commerce Decisions delivers the benefits it promises.

Commerce Decisions works with clients in three distinct ways

Providers of short-term, high impact, consulting services to assist a project with particular aspects of the evaluation

These services include:

- Development of the evaluation plan, including evaluation team composition and work flow
- Facilitating criteria development and weightings in a collaborative and defensible manner
- Conducting pre-evaluation sensitivity analysis to validate robustness of weighting models
- Facilitating evaluation dry-runs to validate and optimise the proposed approach

“This is the third time we have worked with Commerce Decisions and we made use of both their professional services team and the AWARD® solution. It assisted us in delivering the best outcome, and most importantly provided a clear audit trail. This was essential in the process of debriefing the losing bidders. AWARD® also helped us to speed up the whole procurement process.”

Commercial Manager, MOD Defence Procurement Agency

“Commerce Decisions’ approach to problem solving was uncomplicated and pragmatic and the flexibility in meeting our needs was extremely beneficial.”

Kevin Cook, PFI Project Manager, Redditch Borough Council

- Developing appropriate scoring scales for the technical, commercial soft-issue criteria
- Conducting post-evaluation sensitivity analysis to measure how sensitive the decision is to factors such as criteria and weightings
- Producing evaluation reports which accurately summarise the findings of the evaluation team
- Conducting assured bidder debriefings with appropriate justification and traceability to the bid documents, minimising the chance of a protest
- Implementing the AWARD tool, ensuring the project achieves the time savings and quality benefits of a tool-supported evaluation but without a learning curve

Managers and facilitators of the complete evaluation process for a project

Our consultants join your team for an agreed period, and facilitate the end-to-end evaluation process, bringing together many of the services above into an optimal and cost-efficient package. This enables the project

to focus their domain expertise on the actual evaluation of the bids and bidders, in the knowledge that the evaluation is being conducted in an efficient and auditable manner, and in accordance with recognised best-practice processes. The scope of this facilitation varies according to customer needs, but often includes the development of invitation documentation such as RFQ/ITT/ITN documents.

Advisors on best practice procurement at the organisational level

Many organisations aspire to improve procurement performance across all their procurement programmes. Commerce Decisions advises on best-practice and how it can be practically applied in an organisation, to deliver more efficient and effective procurement decisions. A pilot project or projects are often identified as a vehicle for skill transfer and process refinement.